

Suryanand Senthil

Technical Sales Engineer | Technical Writer | B2B Sales

Experience: 2+ Years

Email: dsk.suryanand@gmail.com

Mobile: +91-7806923911

Career Objective:

Seeking a challenging position in a dynamic organization that utilizes my tremendous workmanship high-end analytical skills and provides opportunities to enhance my talents, while working towards corporate goals.

Experience

- **Equitron Medica Private Limited** (July 2018 to Sept 2020)
Leading manufacturers and suppliers of medical support products and instruments in the country from four decades.
- **Department:** Sales, CAD designs and Documentation
- Worked in Equitron Medica Private limited, Mumbai as a Executive Sales engineer for Karnataka
- Supported market research activities, Managing potential customer base, Identifying client requirements by providing solutions
- Generating new leads through cold calling/on field visits. Proper followup with clients periodically.
- Dealer/channel partners management including metrics and situational negotiation tactics for closing potential leads and risk management.
- Involving in technical presentation to convince end-users/decision-makers
- Equitron is an ISO 13485:2012 certified leading Manufacturers of Laboratory medical instruments for over five decades. The products include Vertical and horizontal Autoclaves, Media Preparator cum autoclaves, Ovens, Incubators, water baths, Oil Baths, BOD Incubators, Dry Baths, Bio safety cabinet, Vacuum Pumps, Colony counters, Anaerobic Culture Jar.

Academic Qualification

- Velammal Institute Of Technology Chennai-B.E Mechanical Engineering
CGPA :7.37
- Senthil Matriculation School Dharmapuri-Higher Secondary Education
Percentage :92.10%
- Senthil Matriculation School Dharmapuri-Secondary Education
Percentage : 92.5%

Technical Writing Skills

- Over 2 year experience in creating user guides, writing website and promotional content.
- Ability to interact with Subject Matter Experts and coordinating reviews
- Proficient in Information Mapping and other standard method of presenting documentation.
- Good understanding Software Development Life Cycle (SDLC) and documents involved in it.
- Thorough in Microsoft Style Guide (MSTP) and Simplified Technical English (STE)

- Possess all the skills required for a Technical Writer such as Communication skills, Learning ability, Writing and Presentation skills.
- Well experienced in structured documentation, XML, DITA.
- Analyzing existing and potential content, focusing on reuse and single-sourcing opportunities.
- Efficient in creating sales copies, sales proposals, writing search engine optimized (SEO) contents, articles, blogs, press releases, and forum posts to promote the products of the company.

Authoring Tools and Image Editors Proficiency

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| Publishing Tools: <ul style="list-style-type: none"> ➤ MS Word ➤ Adobe FrameMaker Graphic Tools: <ul style="list-style-type: none"> ➤ MS Paint ➤ MS Visio ➤ Adobe Illustrator ➤ Adobe Photoshop Presentation Tool: <ul style="list-style-type: none"> ➤ MS PowerPoint E-learning Tool: <ul style="list-style-type: none"> ➤ TechSmith Camtasia | Help Authorizing Tool: <ul style="list-style-type: none"> ➤ Adobe RoboHelp ➤ MadCap Flare (Basics) Screen Capturing Tools: <ul style="list-style-type: none"> ➤ TechSmith Snagit ➤ Adobe RoboCapture ➤ Snipping Tool Content Management System: <ul style="list-style-type: none"> ➤ WordPress ➤ Wikis Infographic Tool <ul style="list-style-type: none"> ➤ Canva |
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- **Obtained Certificate on C programming from CSC computer Education.**
- **Obtained Certificate on AUTOCAD, CATIA training in CaddSchool , Lucas.**

Technical Programs Attended

- Certification Course on **Technical Writing** at TechTotalSoft Systems, Bangalore

Technical Presentations Skills

- ✓ Created various technical and end-user documents by using MS Word and Adobe Frame Maker.
 - Created Styles, Table of Contents, Table of Figures, Index, Hyperlinks, Bookmarks, Smart art etc.
 - Worked on reviewing options like Track changes and comments.
- ✓ Created marketing brochure in MS Word.
- ✓ Drew flow charts and other technical diagrams by using MS Visio.
- ✓ Generated online web help, HTML help and PDF files in Robohelp.
 - Applied conditional tags for single sourcing.
 - Created books, pages, style sheet, index, navigation etc. in Robohelp.
- ✓ Created effective and engaging presentations on Products for training and marketing purposes

Personal skills

- Detail-oriented and inquisitive
- Have good interpersonal skills
- Eager to learn new tools and software's
- Quick in grasping new project and have confidence to seek clarifications
- Possess capability to meet deadlines
- Capable of participate actively in team meetings, offering solutions, ideas, and suggestions
- Keen to take up new tasks

Accomplishments/Industrial visits

- Participated in National Level Indian Karting Championship to the endurance level conducted by Nexus2k17 at Pune represented by our college team Minotaurs - 2017
- Visited Integral coach factory, Perambur, Chennai - 2016.
- Visited Coco-Cola India Private Ltd, Chennai - 2016.

Personal Details

- Date of Birth: 22nd, October,1996
- Languages Known: English, Tamil, Hindi, Kannada
- Marital status : Single
- Gender : Male
- Address: Electronic City, Bangalore, Karnataka, 560095

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